

Message Text

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PAGE 01 WARSAW 04269 241349Z

44

ACTION COME-00

INFO OCT-01 EUR-25 ISO-00 EB-11 CIAE-00 INR-11 NSAE-00

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R 241255Z JUL 74

FM AMEMBASSY WARSAW

TO SECSTATE WASHDC 0177

INFO AMEMBASSY MOSCOW

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AMEMBASSY VIENNA

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EO 11652: N/A

TAGS: BEXP, PL

SUBJECT: PULP AND PAPER PROJECTS

REF: (A) STATE 131324; (B) STATE 131462; (C) WARSAW 3667

PASS COMMERCE FOR BEWT

VIENNA FOR EWTC

1. SUMMARY. POLIMEX-CEKOP DIRECTOR SLIWOWSKI, WHOSE DEPARTMENT IS RESPONSIBLE FOR CONSTRUCTION CONTRACTS FOR PULP AND PAPER INDUSTRY, EMPHASIZED DURING JULY 19 MEETING WITH AN EMBASSY OFFICER THE FTO'S INTEREST IN ATTRACTING US FIRMS TO POLISH MARKET. SLIWOWSKI HAS BEEN CONTACTED BY ONE MAJOR US PRODUCER OF PULP AND PAPER MACHINERY IN CONNECTION WITH THE KWIDZYN PROJECT, BUT THE FIRM WAS ALLEGEDLY UNWILLING TO BID WITHOUT ASSURANCES THAT IT WOULD RECEIVE THE CONTRACT. SLIWOWSKI SAID REVIEW OF BIDS FOR KWIDZYN PLANT IS NEARLY COMPLETE, AND WHILE MAKING NO PREDICTIONS HE LEFT LITTLE DOUBT THAT THE CHILEWICH OFFER DOES NOT, IN HIS ESTIMATION, MEASURE UP TO THE COMPETITION.

END SUMMARY.

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PAGE 02 WARSAW 04269 241349Z

2. IN DESCRIBING THE POLIMEX-CEKOP APPROACH TO CONTRACTING FOR TURN KEY PROJECTS IN THE PULP AND PAPER INDUSTRY SLIWOWSKI POINTED OUT THE FTO'S PREFERENCE FOR DEALING DIRECTLY WITH EQUIPMENT PRODUCERS RATHER THAN OPERATING THROUGH CONSULTANT ENGINEERING FIRMS. IT IS HIS FEELING THAT A MAJOR EQUIPMENT MANUFACTURER, OR A CONSORTIUM OF MANUFACTURERS, IS BETTER ABLE TO BEAR THE FINANCIAL RESPONSIBILITY FOR PROJECTS OF THIS SIZE THAN IS A CONSULTANT ENGINEERING FIRM, WHOSE LIABILITY IN THE EVENT OF DELAYS OR UNSATISFACTORY PERFORMANCE WOULD NECESSARILY BE PROPORTIONAL TO ITS RELATIVELY SMALL FINANCIAL STAKE IN THE UNDERTAKING.

3. ALTHOUGH HE PROVIDED NO TIMETABLE NOR ANY SPECIFIC INFORMATION ON THE SIZE OF FUTURE PROJECTS, SLIWOWSKI NOTED THAT PLANS FOR FURTHER EXPANSION OF THE PULP AND PAPER INDUSTRY ARE UNDER CONSIDERATION, AND PLEDGED TO ADVISE THE TDC WHEN A DECISION IS REACHED TO SOLICIT BIDS FROM FOREIGN FIRMS.

4. COMMENT. WE SEE NO CHANCE FOR PREPARATION OR SUBMISSION OF BIDS ON KWIDZYN PROJECT BY US FIRMS AT THIS LATE DATE, AND WE HAVE THE DISTINCT IMPRESSION THAT CHILEWICH OFFER, WHICH APPARENTLY DOES NOT INCLUDE DETAILED PLANT SPECIFICATION OR BACK-UP DOCUMENTATION, IS NOT CONSIDERED COMPETITIVE BY THE POLISH SIDE.

5. AS INFORMATION BECOMES AVAILABLE ON PURCHASING PLANS FOR THIS INDUSTRY IT WILL BE REPORTED. US EQUIPMENT PRODUCERS WILL CLEARLY BE MOST COMPETITIVE IF THEY ARE ABLE, EITHER SINGLY OR IN COMBINATION, TO UNDERTAKE COMPLETE-PLANT, TURN KEY PROJECTS. END COMMENT.

DAVIES

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